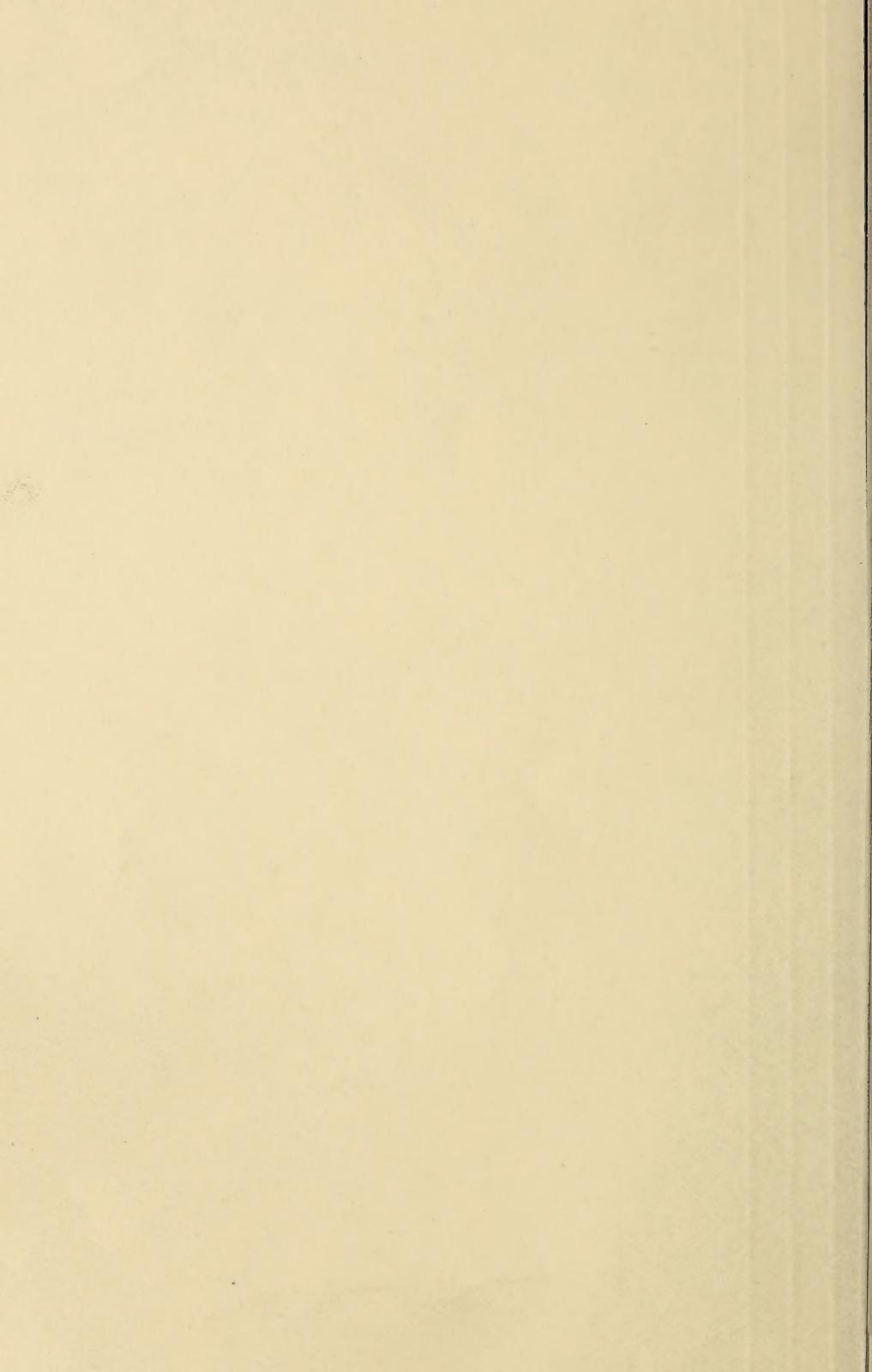


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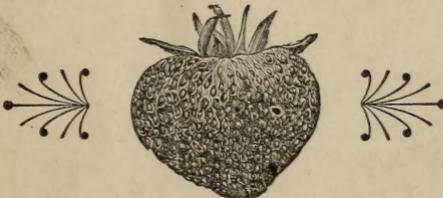
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E. W. WOOSTER'S

ANNUAL DESCRIPTIVE

CATALOGUE

AND PRICE LIST OF CHOICEST



STRAWBERRY PLANTS

THAT CAN BE GROWN.

WHY? SEE INSIDE.

ALSO

Raspberries and Blackberries.

SO. HANCOCK. - MAINE.

Enterprise Job Print, Ellsworth.

★ USE IT OR LEAVE IT
★ USE IT OR LEAVE IT
★ USE IT OR LEAVE IT

★ USE IT OR LEAVE IT

E. W. WOODSTERS

ANNUAL CATALOGUE

CATALOGUE

THE COUNTRY'S CHOICE



STRAWBERRY PLANTS

WE CAN BE PROUD

OF THE PLANTS WE GROW

OUR

STRAWBERRY PLANTS ARE

MAIN - 1000 FT. ON

To our Patrons and Prospective Patrons.

WHAT shall we say to you this year? This is a question we ask of ourselves each year when we begin to write up our new catalogue. Naturally it would be expected by many of our customers that we learn something each year while in the business, that we could impart to those who are anxious to gather in all the up-to-date knowledge of the business possible and as fast as possible. And this is true, although of late years we do not learn so many real new things pertaining to the business as we do in the way of verifying those truths we had learned in former years. One of these truths which season's conditions of last year made especially prominent was the necessity of proper winter protection of the plants. I had for many years contended that the winters influences had much more to do in determining the crop of fruit than the summers, both as to quantity and quality. I have many times asserted: That no matter how favorable a season one may have in which to grow the plants, or how favorable the following summer may prove to be in which to fruit them, how the plants pulled through the winter was what will tell the story. Of course, it is only when favorable seasons of both summer and winter combine that the maximum yield of fruit can be obtained. The fact, that one can obviate in a large degree these natural conditions by the employment of artificial means, makes it possible for those who so employ them to get a paying crop every season, while those who do not will run behind whenever these unfavorable seasons occur. All the foliage that a strawberry plant makes in the fall, as well as all its roots made that season, are intended to be employed in bringing its crop to maturity; thus it follows that whatever damage is done to either, in any degree, tends to reduce its fruiting value in like proportion. Nothing can be more destructive, as natural agencies, than the sudden and alternate freezing and thawing of the plants and the soil around them during their period of dormancy. It ruptures the sap vessels of the foliage, thus destroying it, and breaks the roots and throws the plant up out of its natural position in the soil. Of course, snow is Nature's covering for the earth in those climates where conditions are such as to require some kind of non-conducting material during the time that cold weather is most intense; and if this could be depended upon to come early enough and to stay continually as long as required to do its perfect work, no artificial covering would be necessary, but unfortunately along our sea-coast towns of New England no such dependence can safely be put. It has been stated by many who claim to be authorities on the subject, that severe cold will not injure the plants, but that is a mistake. Unprotected strawberry beds cannot long stand zero weather without more or less loss of vitality, and if the mercury falls much below that

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point there is danger of the plants being killed. Some varieties will stand more cold than others. As a rule such strong growing, heavy foliage varieties as Uncle Jim, Brandywine and Bubach are less susceptible to the influences of severe cold than the less rank growing varieties.

The fall of 1906 was an exceptionally bad one to cover large beds of plants. The ground did not freeze hard enough so that one could drive over the beds with the covering material without much injury to the plants till very late, and then when the cold did come it was so very severe that before they could be covered, where we had several acres, many perished. All that were covered before the 10th of December came through all right, while all which did not get their covering till after the hard freeze, perished. I had about two-thirds of mine well covered before that time, but most of my neighbors were less fortunate. This made plants very scarce in this section, and as the summer before was a poor one to grow stock throughout New England, it made a demand for plants very much greater than the supply. I could not half supply the demand that was made upon me.

As I do mortally dislike to disappoint my customers I made plans last spring to grow plants enough for what I thought might take care of the trade for the spring of 1908, but as the summer was an exceptional poor one for growing stock I found my supply at the end of the growing season less than one-half of what I had hoped of. My neighboring growers were all, proportionally, further behind, and owing to the small acreage planted last spring, stock will be again this spring, in quantity, far less than the demand. Thus far the fall conditions have been about an average. Even if conditions continue so that there will be no loss from winter killing (and my stock is so well protected there can be but a small loss in this way at the most) I am sure to be sold out before the planting season is over. Even before this writing, December 30th, I have had many engagements of stock; so I advise all those who wish to be sure of their plants to send in their orders as soon as possible after receiving this catalogue.

Of any one variety we have the largest supply of the Glen Mary. We never have had half enough any year to supply the demand for this most profitable variety. We have only a small supply of the noble Uncle Jim. Of the other standards, such as we have been growing for years, Bubach, Brandywine, Haverland, Ridgeway and Clyde, we are short, especially the latter. We have a small supply of Mexican and Splendid and a little larger of Senator Dunlap. Of the newer varieties we have Pan American, Autumn, Cooper, Great Scott and Wooster, the latter we introduce to the general public for the first time this year, though we have before sent out a few plants for trial to some of our customers. We find it much superior to the Sample which we have discarded. All these varieties are fully described under "Description of Varieties."

We warrant our plants better than those sent out by most nursery-men. We believe that we send out the very best. Why? Because we believe we grow our plants on the best kind of soil and under the best system of cultivation that will produce the best plants. Because we never saw such good plants of corresponding varieties coming from elsewhere, and because most of our customers write us they never saw such fine plants sent out by other firms.

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Most of the plants we offer in this catalogue were grown on soil that never produced any other crop before, but timber, mostly hard wood. Not one spoonful of stable manure was ever applied to it. The soil is rich in natural potash and humus, and when supplemented with commercial fertilizers, which contain no rust spores like stable manure, it becomes an ideal soil for the growing of strong, healthy stock. All of the plants of every variety from which this stock was grown were very carefully selected from my home-grown stock the previous season, and this same careful selection, each season, has been practiced with every variety since it came into our hands, some for more than a dozen years.

If there is a strawberry grower in the Eastern states, who sells plants largely, who can claim so many favorable points for his stock I would like to make his acquaintance. Yet I make no claim to "Pedigree" by this method of propagation, as no pedigree relation can possibly be established by this or any other method, except through seed. No better method can possibly be employed than the one that we use to build up and strengthen the natural qualities of varieties, and this has been fully demonstrated by the evidences of actual results. In aggregate yield per acre, in size of fruit, quality of fruit and length of profitable fruiting season, we stand at the head of all those fruit growers who sell plants largely.

Most plant growers, who grow plants largely for sale, use large quantities of stable manure, which gives an excess of nitrogen and not near enough potash for the growing of good stocky plants. The result is, most especially in a wet season, a great multiplicity of plants which are small and weak—greatly degenerated. It is hard even for an expert to make such plants live and grow with any degree of satisfaction, more especially is this true if such plants come from an earlier locality than where they are to be planted.

Stable manure and old ground favor rust, which greatly effects the yield and quality of fruit. There was no rust on our plants last fall when they went into winter quarters.

During the past ten or a dozen years, plant purchasers have learned much that is of great value to them; that which is of most value is, that they should buy their plants of the nearest reliable plant grower. When we first started in the business, only about one-half of our trade was in Maine, now, at least seven-eights of all our stock is sold within the state.

Terms and Advice.

PRICES IN THIS CATALOGUE set aside all former prices. We make our prices very low, considering quality, the lowest we can make them and get a profit.

HOW TO SEND MONEY.—Cash should always accompany the order. If any order is received without any advance payment, it matters not who from, we file it away separately from other orders and do not acknowledge its receipt and no stock is reserved for such and no advantage gained by so ordering; if later money is sent for this order we acknowledge it on the day received and the order then takes its turn, as to reservation of stock, from that date. Under no circumstances in the future will we send an order till it

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is fully paid for. Our system of book-keeping will not allow it. Remittance may be made at our risk by either of the following methods: P. O. Money Order, which is the best; Express Money Order, or cash by Registered Letter. Personal checks will be accepted for amounts above \$5.00 within the New England States, but when sent by parties unknown to us, should be sent at least ten days before date stock is desired to be shipped. Draw all Money Orders on either one of these Postoffices: Hancock, Mt. Desert Ferry, or Hancock Point. South Hancock is not a Money Order office. No plants sent C. O. D. Stamps taken for fractional part of a dollar.

WHEN MAKING OUT YOUR ORDER, do so on the Order Sheet in or attached to this catalogue. Do not mix your order with your letter. Write all SPECIAL instructions that you wish to give, on the back of the Order Sheet.

WHEN TO ORDER.—The best time to order is as soon as you get this catalogue or as soon as conveniently afterwards. We can generally do much better by those who order early. Too many put it off till they are all ready to plant and then send in their order to be filled, "At once." We cannot always comply with that demand, as we fill all orders in turn as received, provided the date they mention they wish them sent is due or over due. "On about" in the Order Sheet does not mean that the plants will be shipped on the exact date that you may fill in, but a few days before or a few days later in case they cannot be sent on that date. The majority want their plants sent about one time, in an ordinary season, about the middle of May. It is impossible for us at that time to fill them all, so some of them must be sent a little earlier and some a little later. If the orders are large, say several thousand, and they do not wish to receive them till ready to plant, it is better to have them come in two or three separate shipments if conveniently near express office, when you will have fresh plants at each setting. The better way is to order the plants sent as soon as we can and then if they come to early for you to plant, heel them in as described in Chapter II in "Up-to-date Strawberry Culture," (back of Cat. 1906) where you will have them handy to get at whenever you want them for planting.

ADVANCE PAYMENT.—To all those who order before the shipping season opens (about April 10th) and remit at the time the full amount of the order, we will put in several extra plants, or some of a new variety that they have not ordered, if their whole order amounts to over \$5.00.

ALL ORDERS to receive attention must be accompanied by at least one-third of the amount of the order to receive attention, and the balance at any time before the plants are ordered to be sent.

WHEN WE BEGIN TO SHIP.—From the first to the tenth of April in an early season, and from the tenth to twentieth of April in a late season, and continue till plants are all gone or till about the middle of June. Our season is the latest of any plant seller in the U. S., and this gives our customers a great advantage who may be late in their planting, or had bad results from their first planting by reason of poor plants, poor setting, or plants too forward when set, or many other reasons very common with beginners. It is not the advance state of the season but the advanced condition of the stock that which makes late planting less advisable.

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OUR PACKING is done in strict accordance to the "Golden rule." We never sacrifice the vitality of the plants for appearance, unless requested to do so. Most nursery stock sent out is not properly packed. The practice of washing the roots of the plants and tying them in bunches with fine twine around the bare roots is bad. We are obliged to do this sometimes when digging plants from stiff clay, but when the soil will shake out it never should be done. We put moss over the roots before tying them, when we do tie them.

ALL THE PLANTS we send out at Doz. and 100 rates will be trimed and in most cases bunched. At 100 rates if more than two hundred of one variety they will not be bunched, but packed between layers of moss, roots in and foliage out, in crates or open boxes. At M. rates they are neither bunched nor trimed but packed between layers of damp moss in crates, roots in and foliage out, different varieties all seperated by paper. This is the safest and best way to pack large lots to prevent their heating. Those who wish their plants all trimed (all old foliage and runners taken off) add 60 cents per M.

Six at Doz. rates, 50 at 100 rates and 500 at 1,000 rates, all of one variety. If the order amounts to \$8 or more we will pack as small a lot as 200 of one variety at M. rates (not trimed). Each variety will be plainly marked. Special discounts will be given on large lots (5,000 or more) if ordered early. If you think of purchasing thus, make out a list of what you want and send it to us and we will fill in special prices and return to you.

WHAT NOT TO DO.—Don't list an order of several varieties of one or two hundred each, and not over one thousand in all, and carry out the price at thousand rates; but if the order is two or more thousand we will permit three varieties to be so listed to every thousand. Don't list twenty-five at hundred rates, unless the order amounts to over five dollars and then not over two varieties.

Do not put off ordering till late in the planting season, if possible, without giving me the right to substitute, in case varieties ordered should be all gone.

IF UNDECIDED WHAT TO ORDER, you will do well to leave selection to me. I can generally give you a good selection and more plants for the money.

OUR RELIABILITY.—J. H. Hale, of Connecticut, who is probably the best authority on general fruit culture in America, although not a strawberry specialist, said in a lecture delivered before the Maine Pomological Society, at Dexter, in November, 1901: "Buy your plants of Wooster." This is of itself sufficient, but if more is wanted, I refer you to any officer of the above Society, any bank or business man of Ellsworth, or C. B. Young & Sons of Hancock.

WE HAVE AS LOW EXPRESS or freight rates as any nursery can get. Plants if sent early will usually go all right over direct routes if sent by freight and if of several thousand, considerable cheaper, but we would not advise shipping small lots by that way or where transfers are necessary, or the distance over 200 miles. Express is quicker. Unless specially instructed to ship by freight, we reserve the right to use our judgement. 90 per cent of all we ship go by Express.

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Unless to be sent quite a long distance it is best not to order over fifty plants sent by mail. In Mail orders at 100 rates we are obliged to use smaller plants, than if sent by Express.

HOW TO HEAL IN.—For convenience, first shorten the roots to about four inches, trim off all old foliage and wet the roots in thick muddy water. Dig a trench in fine, rich soil, five inches deep, a little slanting on one side, press against this side with the back of the hoe-blade, also the same on top of soil so that it will have a distinct firm edge against which to lay the plants. The distance apart in which to lay the plants depends much upon the size of the plants and how long they are to remain there. The roots should be spread out fan-shape and the earth pressed against them firmly. Great care should be taken that the earth is all firm around them and all roots covered and the crowns uncovered.

After one row is thus put in dig another trench the same as before about six inches (or more if you have plenty of ground) from the first, and continue as before till all are healed in. After which the space between the rows should be mulched with fine, well decomposed manure about one-half inch deep. During the first week they should be covered cold nights with brush and shaded for a few days during the heat of the day, and if dry, well watered each night. Nip off all blossom buds as fast as they appear. Plants so treated can be set in the open field three or four weeks later with the smallest percentage of loss as against what would have been the loss had they been first set to open ground; or if taken direct from the strawberry beds and will be much further along by the middle of summer. This is, of course, in case the plants are set after this system of setting—earth removed from roots.

IMPORTANT.—If you receive two copies of this issue kindly hand one to your neighbor whom you may think might be interested in strawberry culture.

Description of Varieties.

UNCLE JIM. (Dornan) This variety which we procured from Messrs. Flansburgh & Piersons, in the spring of 1901, has given us the best satisfaction of any variety that we have ever fruited, taking everything into consideration. The demand for plants from us every season had been so great, and we had dug our stock so closely (leaving nothing but the old plants to fruit) that not till the summer of 1904 did we have a fair opportunity to fruit it. Although we have grown this variety more largely for plants for sale than any other one variety, and in 1905 more largely than all others combined, since the season of 1903 till the past two seasons, so great has been the call that we have never had near plants enough to supply the demand.

We have in the past in our catalogues given this variety a very full description, we shall not do so this season, for if we should it would encourage such a great demand for it that many of our customers would be disappointed in not getting plants from us. Only those who send in their orders very early will be likely to get any of us this season.

BERWICK, ME., JAN. 2, 1908.

E. W. WOOSTER, South Hancock, Me.

MY DEAR SIR:—I would like to have your price list on strawberry plants. The plants I got of you three years ago were the best I ever got from anywhere, and was well pleased the way they came. Will want 1000 more this year.

Yours truly,

A. P. RUSSELL.

GLEN MARY. After a trial of eleven fruiting seasons, we now unhesitatingly pronounce this one of the very best all-around varieties that we have fully tested. During all this time it has never failed to give us a good crop, and fully one-half of these seasons it has outyielded all other varieties that we fruited. This and the Uncle Jim are now more largely planted in this vicinity than any other varieties. Although it is much inclined to have rust spots on its foliage, and sometimes its first settings of fruit are liable to be of very poor form in a wet season, and quality not of the best, it combines so very many good qualities that as a money maker it is hard to beat. Its season is from medium early to the very latest, and if given plenty of room and high cultivation will give as large fruit at the close as at the beginning of the season; and this quality and its firmness is where its greatest value comes in. While it is not as large as the Uncle Jim, it will average nearly as large. It will do well on all soils, but as its roots, naturally, are very long it will do its best on rather light soils.

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CANAAN 4 CORNERS, N. Y., May 15, 1905.

E. W. WOOSTER, South Hancock, Me.

DEAR SIR:—I have been very negligent in not acknowledging the plants you sent me. The plants came in good condition, and were the best packed of any I ever got. They were the best plants I ever bought from any nursery and I have been growing strawberries for fifteen years, and tried many places to get good plants. Every plant is alive and looking fine.

Yours,

CHARLES L. PATRICK.

RIDGEWAY. A most beautiful grower; hardy and very healthy. Never saw a speck of rust on its foliage. Strongly staminate, from medium to very late; thus a most excellent variety to plant with the Bubach, Haverland and Wooster that their blossoms may be well fertilized. Because of its very fine quality, great beauty both in form and color and being a good yielder it is very popular as a variety to supply a fancy nearby market. It will sell for the very highest prices when put on the market at its best. It will not stand long shipments or rough handling. It is A 1 for the home garden.

EASTPORT, ME., May 3, 1905.

E. W. WOOSTER, So. Hancock, Me.

DEAR SIR:—Your card received yesterday. Am very sorry you cannot supply me plants I ordered, as they are the only plants of which we are in need. I must cancel the order and ask you to return the amount sent. I was in hopes to get them from you as yours are the best plants I've seen and give the best satisfaction. As my order arrived too late for you must look elsewhere.

Truly yours,

H. E. EMERY.

"The early bird catches the worm."

BUBACH. This old popular standard among the pistillates is almost too well known to require much description. It is without question, the most popular variety of its kind ever introduced. It is very productive, hardy and a good shipper. Our stock of this variety is exceptionally fine. It will do its best on low, black, fine gravel or sand well filled with humus.

CORINNA, ME., Feb. 26, 1906.

MR. WOOSTER,

DEAR SIR:—Send as good plants as usual and I will risk them besides "Pedigree." I have had both kinds and like Maine plants the better.

Respectfully yours,

I. F. E.

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CLYDE. Under high culture, well mulched, given plenty of room, in a dry, hot season, this is probably the most productive variety in existence; but in a wet season on wet soil, it will be too light colored to sell for a high price. Owing to its great productiveness and earliness, with its large size it has never failed to be profitable with us.

CARMEL, May 19, 1905.

E. W. WOOSTER, So. Hancock, Me.

DEAR SIR:—The 1,000 plants I ordered of you arrived in good condition and set the same day and are looking fine. I will say they are the best plants I ever saw or had. Shall want more next year.

Yours respectfully,

C. H. McLAUGHLIN.

BRANDYWINE. When on rich, moist soil, given the highest culture, plants well thined so they will not be nearer than six inches apart, well mulched, it will give a good crop of very fancy fruit of delicious quality. Under ordinary culture it is not sufficiently productive to be profitable as a fruiter, but as it is a good plantmaker and one of the very best pollenizers for late pistillates, it is planted quite extensively for this purpose. As a fruiter it will give its best returns the second season that it fruits, in fact, then it is quite equal to the very best. It is of very large size and fine form and color when at its best.

Learn to do at least one thing well on your farm, for therein lies one of the great secrets of success. When you stop to think of it, how useless it is for a farmer to suppose in any one branch of farming that he "knows it all." By specializing you only get nearer to perfection with one particular branch.

HAVERLAND. This is another too well known variety to need a very lengthy description. Its season is early, about with the Clyde, but it holds out with the very latest. It is one of the greatest yielders of medium size, oblong fruit of fair quality. Although the fruit is not very firm it is one of the best shippers. Very profitable to grow for a market that will pay from ten to twelve cents per quart, and not particular as to size and great beauty. It is pistillate.

SENITOR DUNLAP. This is a comparatively new variety of the old Warfield type, only it is a staminate. It has been very highly praised and for a first early variety it is valuable. It is a very rank grower and makes many plants which if allowed to mat closely will be small, but they have great vitality, and even these small plants will live and make a better growth than the much larger plants of other varieties. In order to get large fruit, it will be necessary to thin out so plants in the wide matted rows will not be nearer than six inches.

SPLENDID. This is another staminate which has much of the general characteristics of the Dunlap. It is not quite as early and, ordinarily, the fruit is a little larger.

MEXICAN. A valuable late staminate. Although we have only grown this variety in a small way, we have fruited it for several years and it has never failed to give good satisfaction. It is very dark red, firm and well formed—nearly round—berry.

Newer Varieties.

GREAT SCOTT. This variety we received two years ago from its originator and introducer—Mr. S. H. Warren, Massachusetts—who claimed for it very large size. The plants with us do not appear to be very hardy or healthy. It may do better for others. Try a few plants of it this year.

TRIVOLA, NEW YORK, March 18, 1901.

MR. E. W. WOOSTER,

DEAR SIR:—I enclose herewith a postal money order to pay for 400. I bought of you last year and four years ago, and tell my neighbors that you grow the best plants of all.

Truly yours,

JOHN H. HAGAN.

COOPER. This was introduced two years ago by its originator—Samuel Cooper—who gave it his name. Mr. Cooper was also the introducer of the two fall bearing varieties: Pan American and Autumn, which are described below. We only fruited it last season on two old plants which had been allowed to exhaust themselves in plant making, and it made a most excellent showing, appearing to be very productive. The fruit is large, oblong, very much of the Haverland type, and the foliage and general habit of growth resembles that variety very much, only plant and foliage much larger and stronger; in fact, it is the strongest grower of any of the large varieties we have ever tested. It seems to be a perfected Haverland; and being a strong staminant a most excellent variety to plant with that variety. We are very favorably impressed with it from its behavior with us two seasons. We shall plant largely of it this season and advise all of our customers to try it at once. We believe they will all be well pleased with it.

Take Hale's advice: "Buy your plants of Wooster." You can't do better. Our catalogue is not as showy as those of the great catalogue builders, for instance, the "Pedigree" men's, but our plants will make a far better showing. Isn't that more important to you?

PAN AMERICAN. I have grown this for two seasons and there is no question but what it is a fall fruiting variety. As a continual fruiter from the last of June till its season is closed by freezing weather it is certainly no humbug. It is such a persistent fruiter, that though one may nip off all blossoms that he can find one day, in less than a week there will appear just as many more, and so continue till killed by frost. Even with the highest culture and this continual nipping off of the buds—not allowing it to fruit—it will make but a very few plants by sending

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out runners, and even these will form fruit-buds with their first leaves before they strike root. It is the most difficult plant to propagate by runners I ever saw, and for this reason the plants will always come high. While I have my doubts as to any great success this variety will ever become commercially, if one wishes to have strawberries for their table fresh from the garden each day after they begin in June till frost comes, or even later, if protection is given, this variety will fill the desire. It is a great novelty. It is staminate.

AUTIJMN. This variety I have also grown two seasons. The first season it appeared to be even a poorer plant maker than the Pan American, but on the following one, while some individual plants seemed to be like the Pan American—all given over to fruit producing—others, after the first buds were nipped off directed their energies more to plant making till fall. As this variety has pistillate blossoms it must be planted near the Pan American in order that its late blossoms may be fertilized.

WILTON, MAINE, May 29, 1905.

E. W. WOOSTER, So. Hancock, Me.

MY DEAR SIR:—Those plants you sent me were very fine ones. They virtually all lived and grew nicely.

G. B. GOULD.

WOOSTER. This variety originated on the Valley Farm, a chance seedling. Its discovery came about in the following manner: In the middle of the fruiting season of 1904 one of my men brought in for my inspection a handful of very fine large strawberries and wished for me to name the variety. I saw at a glance that they were distinct from anything I had ever fruited before, so I asked him where he found them, and went with him to see, and there I found two plants, apart from any others, which were within a few inches of each other. The foliage stems were remarkable long and stood upright. The fruit stems were also very long but weighed to the ground by the immense load of ripe and green fruit all of fine form, resembling the Sample in that respect and in color, but the way the seed set in the flesh they resembled the Clyde more. The bed in which they were found was of two rows of New Yorks fruiting for the second season, being burnt over after the first fruiting and plants thinned to about half the number. Before the New Yorks were planted there it was a bed of Samples fertilized on either side by Clydes. The quality was much better than either of these varieties, in fact quite equal to the Ridgeway, and as there was a Ridgeway bed only a short distance from this bed of Samples I was first of the opinion that the seed from which these plants grew (evidently one came from seed and the other made from a runner from the first) was fertilized by the pollen of that variety, but the parentage of the Clyde was so pronounced in the way stated above that I could not reject it. If it were possible I should say that the variety had three parents. In habit of growth it resembles the Sample very much only its foliage is more upright, and as grown here, far superior to that variety in every desirable way, and we be-

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I believe that after it has been well tried it will be so generally declared. It is a pistillate.

I am well aware that most commercial plant growers if they had this variety and its control would spend several thousand dollars boomimg it and offer it to the public at prohibitory prices to the commercial fruit growers which would practically keep it in the hands of the plant sellers for several years. We are not going to do this, but offer it to the public this year at dozen and hundred rates within the easy reach of every planter. I greatly wish every one of my customers, who have not previously received it from me, would order, at least, a dozen plants this season. The supply is not large, so order early.

MIXED VARIETIES. We have several varieties where the plants have run together and formed a mixture of two varieties. We have in past seasons sold these at a small discount, and they have all been snapped up so quickly that we are of the impression that many of our customers prefer them even at the full price. In fact, they are of no less value, and many growers maintain that the more closely staminates and pistillates are mixed the better they will do because that is Nature's way with the wild ones. No one can deny the great strength of this argument. These mixtures are given in the price-list.

We give below the description of the Autumn and Cooper by the originator as given in his price-list of this season which we have just received. His prices on these are higher than ours.



This photograph was taken September 20, 1905. The plant is my new seedling named "Autumn." It was set in the field the first week in June, 1905.

E. W. WOOSTER'S ANNUAL CATALOGUE.

THE AUTUMN.

Is a seedling of the Pan-American and is a genuine fall-bearing Berry. Plants set in the spring with the fruit stems removed will crown up and bear fruit in August and continue to bear until cold weather. It is a pistilate and requires Pan-American plants or some other fall-bearing stemmulate set with them to pollenate them. The fruit is of medium size and dark red clear through and of fine shape and quality. The plant makes runners more freely than the Pan-American. It is a good grower with dark green foliage. If you try it, I think it will please you.

SAMUEL COOPER, N. Y.

THE COOPER.

Is a seedling of the Pan-American. It is not a Fall-bearing variety. The plants stand about one foot high at fruiting time and grow very erect so that the fruit can be easily seen simply by pushing the foliage one side. Fruit stems are about six to eight inches long. It makes plants freely and if set five feet apart in the row in the spring, will make a fine hedge row by turning the runners in line. It does best to have the row not over 6 inches wide, making it easy to cultivate and keep the weeds down. It is a staminate; season medium to late. It yielded at the rate of 8,000 quarts to the acre on plants set in August.

Some reasons why you should try them:—

- First, It is good size.
- Second, It is perfect shape.
- Third, The color is red clear through.
- Fourth, It is the best shipper I ever saw.
- Fifth, It is the best flavored berry I ever tasted.
- Sixth, It is the best canning berry I ever saw.
- Seventh, All in all, it is the best berry I ever saw.

Blowing Our Own Horn.

If telling the plain unvarnished facts about our business, and telling them as a matter of business, is "Blowing our own horn," we shall here lay ourselves open to the charge.

Let the fact that we have no men on the road to talk for us, telling nothing but the truth, and necessitate the selling at twice the price we do in this way, be our apology if any apology is necessary. When in this way our customers can have delivered at their door, better stock in better condition, grown by the best system and on the best soils known to the trade by a specialist of 24 years' experience, backed up by the evidence of actual results, that I have reason to be proud of, and at a price less than one-half that asked by road agents, we feel that no apology should be necessary for a plain statement of facts concerning our business, which not only tends to educate in principles of economy but presents the key to success in the business.

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There is not one among the many strawberry growers in this town who has not been greatly benefitted, directly or indirectly, by the knowledge which first came from the Valley Farm. We could, in perfect truth, make this statement much stronger, but for the sake of the feelings of these fruit growers in question, we try to be very modest. No stronger evidence can be put up than actual results, and in taking them into consideration, in order to get at their true value, environments and conditions must be fully considered.

Raspberries and Blackberries.

MAKBORO RASPBERRY. This is the most profitable red raspberry for the early market. It demands moist, rich soil and high culture. It is then very large and productive. Very firm.

We know that we have made a success at strawberry culture; and when it is considered that we have been continually handicapped, from the very start to the present, we realize that our success has been phenomenal. There are many who know this and have proclaimed it to the public without our connivance, but among those most intimately with our affairs none know it so well or can so fully appreciate it, as ourselves.

We have been in the strawberry business 24 years. Growing them for fruit has been our specialty, while plant selling is a side issue, which under our system of culture, at the low price we are obliged to sell them to compete with the commercial plant trade, yields but a small profit.

CUTHBERT RASPBERRY. This is the old standard among raspberries. It is a very strong grower, large, delicious, red berry, and very productive. Its season is late.

We want some good steady berry pickers during July to pick by the quart. They can make from two to three and a half dollars per day, depending upon how smart and industrious they are. We much prefer young or middleaged men and women, as they are so much more reliable and trusty. They can tent and board themselves, or, if women, we have a house that has a cook stove in it that we give up to them during the berry picking season. A baker cart drives by its door every day during the summer. Further particulars furnished on application.

LOUDON RASPBERRY. A very hardy variety, but not so strong a grower here as the Cuthbert; fruit not quite so large, but a week earlier. Demands moist soil and good culture. All the old wood should be cut out of the raspberry patch each year, and many of the new cains cut out and those left to fruit cut back, at least one-third.

SNYDER BLACKBERRY. This is the most popular of all varieties grown in the North. It is very hardy and reliable. It succeeds best on moist, sandy or gravelly soil and should be well thinned out and cut back.

We have cleared over one thousand dollars (\$1000) from a single acre of strawberries in one season's fruiting. One will never run his farm out, if he grows and sells strawberries and other cultivated berries, exclusively, for

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There is nothing which comes from the farm that is sold in the general market that takes so little value from it and brings so large returns. They are most certainly "Fruits of water."

STONE HARDY. Is about a week later than Snyder; a little larger, but not quite so reliable.

"We can teach any young man of average intelligence in two seasons the primary lessons necessary for a successful beginning at the business, provided he will keep his head empty of all that chip-dirt which he styles, 'having a good time,' and diligently apply himself to his lessons and labors. Of course one can learn all this from experience alone, or nearly all in time, but it would take many more years to accomplish it. Every young man whom I ever hired has had an opportunity to learn that which would be of far more value to him than his wages if he even put the knowledge thus gained to practical use. We have a place open for two such men next season. Here is a chance for two smart, ambitious men to learn the most profitable business in farming. Apply at once."

The above advertisement was first printed in my catalogue of 1904. That season, although I had several applications, I hired but one young man who came in response to it. He came in the first part of May, but in August I let him go home. I do not know how much benefit he received from what he might have learned while on the farm, but think probably not much. On the next season, it so happened that two applications came from the same town but so far apart that they were entire strangers to each other. They were both single, one a very young and the other middle aged man. The younger was a well informed young man, the other a college graduate. As they both furnished most excellent recommendations, I hired them. The older came on the last week in April and remained till the last of August. The other came the first Monday in May and remained till near October. Being men of good habits they gave the best satisfaction of any men I ever hired, and they both greatly profited by the education they received while at the Valley Farm; far more than the value of their wages. One of them who attended Orono University that winter wrote me that the education he received on my farm was far more practical than that taught at the University. This we know must be so because on my farm it was directly connected with the business as an industry, while that at the University has no direct connection, being largely experimental.

BANGOR. This is a very early blackberry of the low bush kind. It is one that will thrive under neglect the best of any of the cultivated sort; in fact, after being well established, it will fruit better under neglect. It was by far the best with us last summer.

AGAWAM. This is a larger berry than any of the others, and by some growers in this locality, preferred to all other hardy varieties.

PRICE LIST.

	12, mail post paid.	100, mail post paid.	100, Ex. not paid.	1,000 Ex. not paid.
Uncle Jim (Dornan).....	\$.50	\$1.25	\$1.00	\$6.00
Glen Mary.....	.40	1.00	.75	4.00
Ridgeway.....	.40	1.00	.75	4.00
Clyde.....	.40	1.00	.75	4.00
Bubach (P.).....	.40	1.00	.75	4.00
Brandywine.....	.40	1.00	.75	4.00
Mexican.....	.40	1.00	.75	4.00
Haverland (P.).....	.40	1.00	.75	4.00
Splendid.....	.40	1.00	.75	4.00
Senitor Dunlap.....	.40	1.00	.75	4.00
Wooster (P.).....	.80	2.00	1.75	15.00
Cooper.....	.80	2.00	1.75	15.00
Autumn (P.).....	.80			
Pan American.....		2.50		
Great Scott.....		1.00		
Mixed Plants.....	.40	1.00	.75	4.00
Brandywine and Bubach.....				
Bubach and Ridgeway.....				

Those marked (P.) are pistillates and require some of the staminates (those not marked (P.)) planted near them.

If you do not order near the end of the shipping season, please state if we can substitute in case we are out of varieties ordered.

Prices of Raspberries:—Dozen, by mail, 50 cents; 100 by express \$1.25; 1,000 by freight or express \$8.00.

Blackberries, dozen by express, 50 cents; 100 by express \$1.50; 1,000 by freight or express, \$12.00.

No charge for packing and delivering to freight or express station.

Please read very carefully all that is said under, TERMS AND ADVICE, before ordering.

Up-To-Date Strawberry Culture.

CHAPTER III.

FERTILIZATION AND CULTIVATION.

(Chapters I and II were printed in back part of catalogue of 1916. We still have several of these and will send them on application.)

FERTILIZATION:—After the plants are set, take a small handful of phosphate and make a ring of it around the plant about three inches from its base. The brand should be that which contains a large percentage of nitrogen and low in potash and Phos. acid. It is better to do this just before a rain when circumstances will permit, if not, cultivate it into the soil with a fine tooth cultivator, running as near to the plants as possible without disturbing them, then finish by hand hoe. In about two weeks, or as soon as convenient after a rain, the operation should be repeated and so continued till runners become quite plentiful, when the phosphate should be towed along each side of the row. After many new plants have been formed and rooted, then the phosphate can be sown along the rows on the plants, but only when foliage is dry, and this must be brushed off before a heavy dew or rain.

As the season advances more potash should be used, unless your wish is more for a large number of plants than for fruit, then it will be well to continue with the same brand as at first.

This fertilizer should be applied with judgement, taking into consideration condition of the soil as to its richness. If carefully applied and taking many applications to apply it, an acre will stand as much as two tons of high grade fertilizer put on during one growing season and will pay for the heavy dressing. It is a good plan to put on one good application in the spring before the season just after plants are uncovered.

CULTIVATION:—Just as soon as one can get at it after plants are set cultivation should begin, shallow, at first near the plants but deeper between the rows in the middle. Allow no crust to form after a heavy rain in which weeds will start, but keep a dust mulch at least one inch deep over the soil around the plants. If you are growing the narrow matted row with the single object of fruit in view, and that is the best system in which to grow fruit, train the first runners as soon as they form plants and set them so the space between plants will all be filled in as quickly as possible, making a thickly matted hedge row as near a single file of plants as you can make it. Then you should treat all plants that form later as the worse kind of weeds. As the season advances and the roots grow longer, each deep cultivation should be a little further from them.

Until the fall rains come on the plants should be encouraged, by keeping a deep dust mulch a few inches from them, to send their roots down deep that they may well withstand a drought during their fruiting season. After the fall rains come on this deep cultivation anywhere within a foot of the plant must cease, as the small feeding roots will very quickly fill, under those conditions, all the top earth near the plant. These roots are very essential to gather the food for the plants in their fruiting season.

If the wide matted row system is employed, after a sufficient number of plants are laid so that they will be from six to eight inches apart, all the remainder should be destroyed at every cultivation. The larger the variety the more room they demand.

LAYING THE PLANTS:—Just as soon as a new plant is formed at the end of a runner it should be encouraged to take root and support itself as soon as possible. This should be done by removing the earth where the plant is to be set to about the depth of an inch, in this excavation put the

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plant and cover it with the earth, pressing it in firmly so that the wind will not work it out again. Sometimes a small stone is placed on the runner close up to the plant to hold it in place. In all cases cultivation and fertilization should be kept up to the end of the growing season.

CHAPTER IV. WINTER PROTECTION.

IT IS always necessary to give the plants some artificial protection during the period of dormancy. We all know that snow is Nature's protector for the earth during this period, and if it could always be depended upon to come early enough and stay late enough to do its perfect work, no artificial protection would be necessary; but, unfortunately, along the coast towns of New England we cannot so depend upon it. The best artificial material is evergreen boughs or small trees. They help to catch and hold the snow, and with the exception of snow, the best non-conductor of any material available. Salt hay, marsh hay and clean straw are good. In putting on any of these materials, they should be put on just enough to shade the ground, and not till plants are dormant or very near the time. The right time in this latitude is from the 20th of November to the 10th of December. This material should not be removed in the spring till the ground is all thawed, and that which will serve as a summer mulch should only be removed from off the crowns of the plants where it is on too heavy to allow them to push through.

CHAPTER V. CARE OF THE BED SECOND SEASON.

IF THE cultivation had been sufficiently thorough there will be but few weeds to bother before the fruit is gathered, but what weeds do come through the mulch should be pulled up. The mulch in all cases, as well as the winter protection should cover over all the ground.

AFTER THE berries have been all gathered the plants should be moved and the straw mulch lifted up from the ground and mixed with the foliage, and when all is dry and a good wind blowing, fire it on the windward side. Conditions should be so that it will burn off very quickly, otherwise plants will be killed. Of course, everything will have that look after fire is burnt out, but if work is carefully done, in a few days the crowns will be sending up new foliage and in two weeks the beds will begin to look green again.

Immediately after the fire the heavy cultivator should be put in and the alley-ways thoroughly cleaned out, and if wide matted rows, cut down to about two-thirds of their original width, and then with the potato hook the ground loosened around the plants and about one-third cut out, as the old plants will need more room than the yearlings. Immediate before this hand hoeing the rows should be well phosphated with that brand as used containing large percentage of nitrogen. In about ten days after this first hoeing a second one should be given, hauling onto the rows between the plants about one inch of soil, and just before another rain, phosphate again. Continue to hoe and phosphate often the remainder of the growing season, keeping off all runners that may appear. Of course, more percentage of potash should be used towards the close of the season.

In like manner the beds can sometimes be very profitable run for the third season's fruiting, but ordinarily two seasons are long enough to fruit the same plants. Old roots of the plants die soon after fruiting time and for the continued life of these plants a tier of new roots must start above the old ones from the crowns, this would make the rows too high above the surrounding soil if run the third season, and thus suffer much from drought.

(To be continued.)

E. W. WOOSTER, Agent,
South Hancock, Me.

ORDER SHEET.

Date..... 190.....

E. W. WOOSTER, South Hancock, Maine. Please forward to

Name,.....

Post Office,..... County,.....

County,.....

State,..... *Express Office,.....*

Express Office,.....

Express Co.,..... *Freight Station,*.....

Freight Station,.....

Ship by..... *On or about*.....

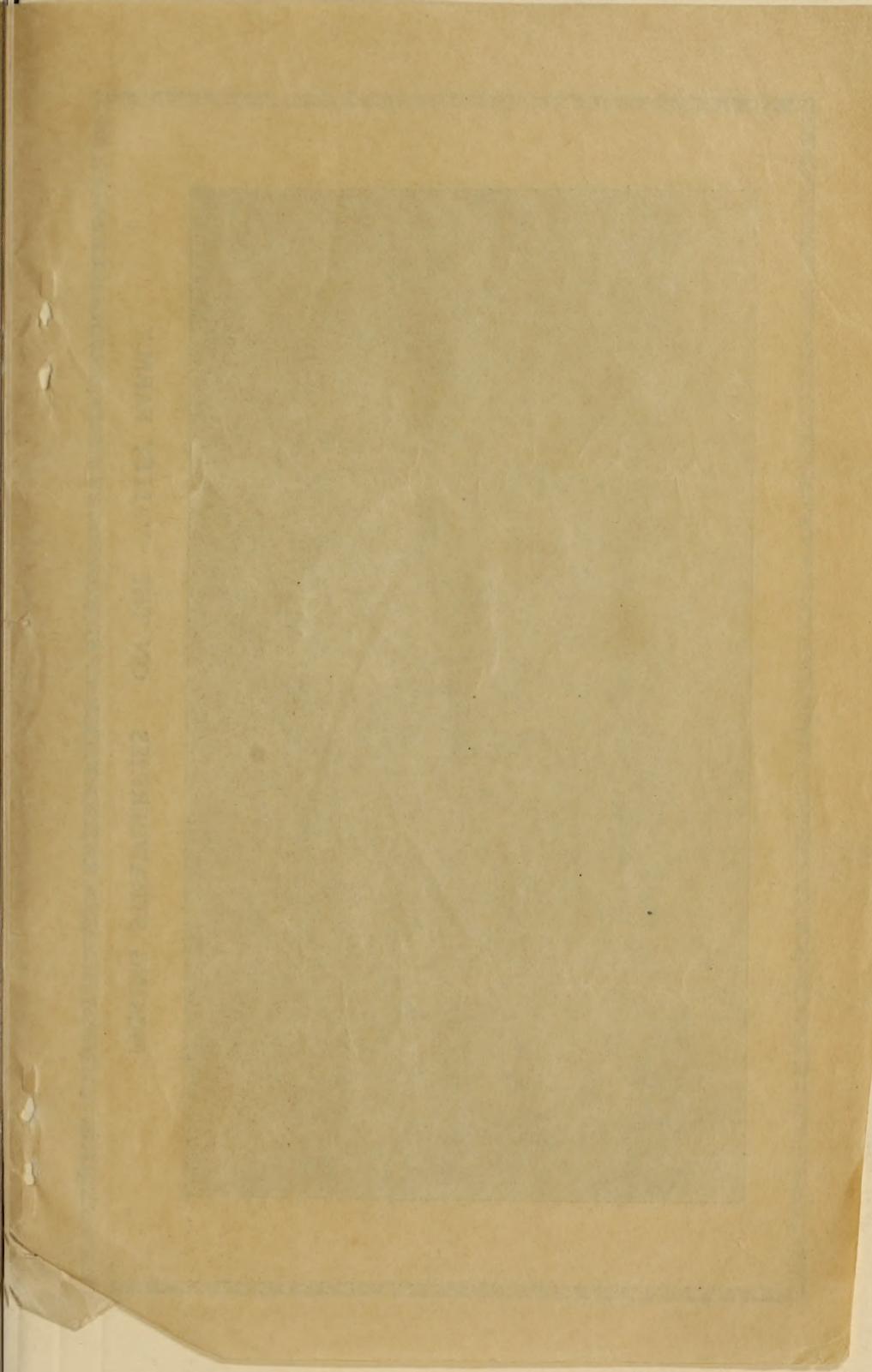
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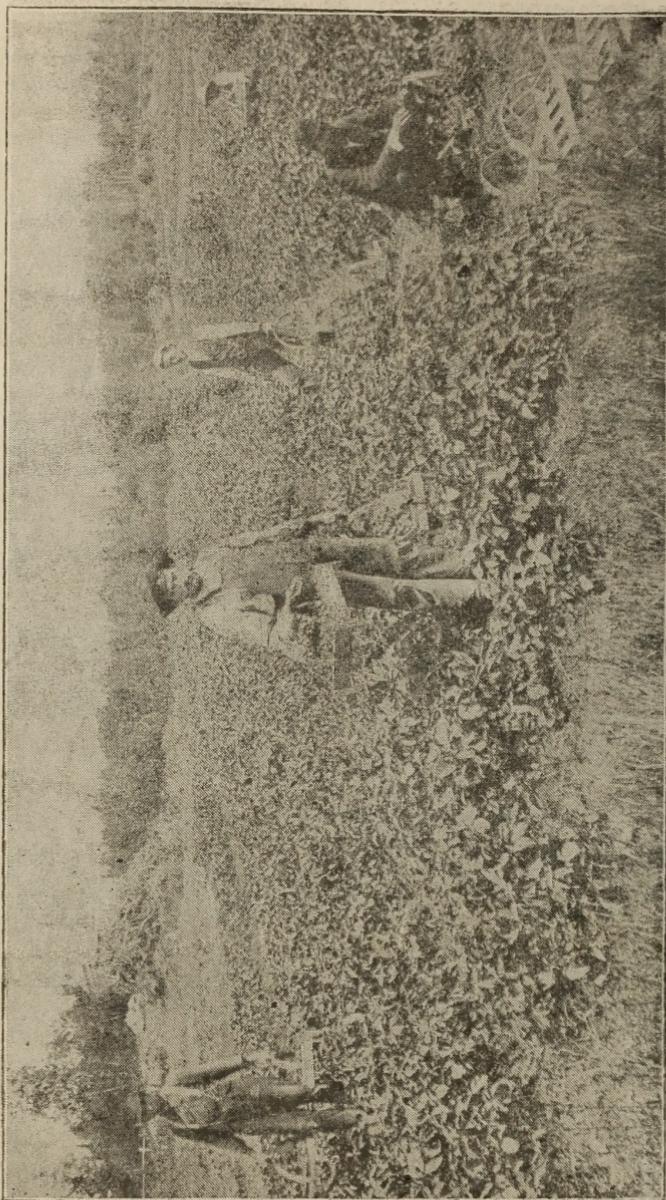
Rate, Express or Freight

Please write your name and address plainly, and fill all blanks perfectly. Always state how goods shall be sent, attach price to each article, and add up accurately. Telephone connection.

Total.

Write all your special instructions on the back of this order sheet.





PICKING STRAWBERRIES ON THE "VALLEY FARM."